

Message Text

LIMITED OFFICIAL USE

PAGE 01 JAKART 12560 240732Z

21 11

ACTION EB-05

INFO OCT-01 EA-07 ISO-00 DRC-01 RSC-01 XMB-01 /016 W

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P R 240630Z OCT 73

FM AMEMBASSY JAKARTA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 9280

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STATE PLEASE PASS EXIM

FOR JOHN SANDS MEPD

EO 11652: N/A

TAGS: BEXP ID

SUBJ: \$500 MILLION INTEGRATED STEEL MILL

1. PLEASE PASS FOLLOWING TO RAY AUFMUTH GROUP VICE PRESIDENT
MCKEE AND BOB WILSON, VICE PRESIDENT INTERNATIONAL KOPPERS:

AMBASSADOR GALBRAITH'S AND ATKINS MEETING WITH GENERAL
IBNU SUTOWO HAS OPENED UP OPPORTUNITY FOR US ENGINEERING CON-
SORTIUM TEAM TO SUBMIT PROPOSAL ON \$500 MILLION INTEGRATED
STEEL MILL TO INITIALLY PRODUCE UP TO TWO MILLION TONS.

JAPANESE HAVE

ALREADY SUBMITTED STUDY, BUT IBNU INDICATED HE
AND P T KRAKATAU WOULD SERIOUSLY CONSIDER US TURNKEY APPROACH,
EG, BASED ON CONSORTIUM OF MCKEE, KOPPERS, AND ARMCO.
AMBASSADOR GALBRAITH AND IBNU SUGGESTED THAT MEETING BETWEEN US
TEAM'S KEY EXECUTIVES AND GENERAL IBNU SHOULD TAKE PLACE ABOUT
DECEMBER 10. ARMCO AUSTRALIAN REP CURRENTLY ON SCENE AND WILL
REPORT FINDINGS TO WAXWEILER SOON. CONSIDERABLE BASIC STUDY
DATA AVAILABLE HERE. US CONSORTIUM WOULD HAVE TO PRESENT
IMPRESSIVE APPROACH OFFERING CLEAR ADVANTAGES OVER COMPETING
PROPOSALS AND INCLUDE FINANCING.

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WM FOR MEPD. WE ARE PERSUADED BASED ON INITIAL DISCUSSIONS

WITH ARMCO US CAN OFFER SUPERIOR PACKAGE.BELIEVE MOST
EFFECTIVE SEQUENCE IF MCKEE/KOPPERS COULD SEND PRELIMINARY
TECHNICAL TEAM TO WORK WITH ARMCO REPS. PLEASE ADVISE MCKEE
AND KOPPERS RESPONSE AND PLANNED ACTION.
GALBRAITH

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NNN

Message Attributes

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